



**CIE** Automotive

# EARNINGS RELEASE

Managing high value-added processes

March 2022



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- CIE's management uses recurrently and in a consistent way during business management certain Alternative Performance Measures, APM which include terms about results, balance sheet and cash flow. CIE understands that those APMs are helpful to explain its activity evolution, so they are presented, defined and reconciled with financial statements in this presentation's Appendix.



1. March 2022 Results
  2. Balance Sheet
  3. 2025 Goals
  4. CIE in Stock Exchange
- Appendix

# 1. March 2022 Results

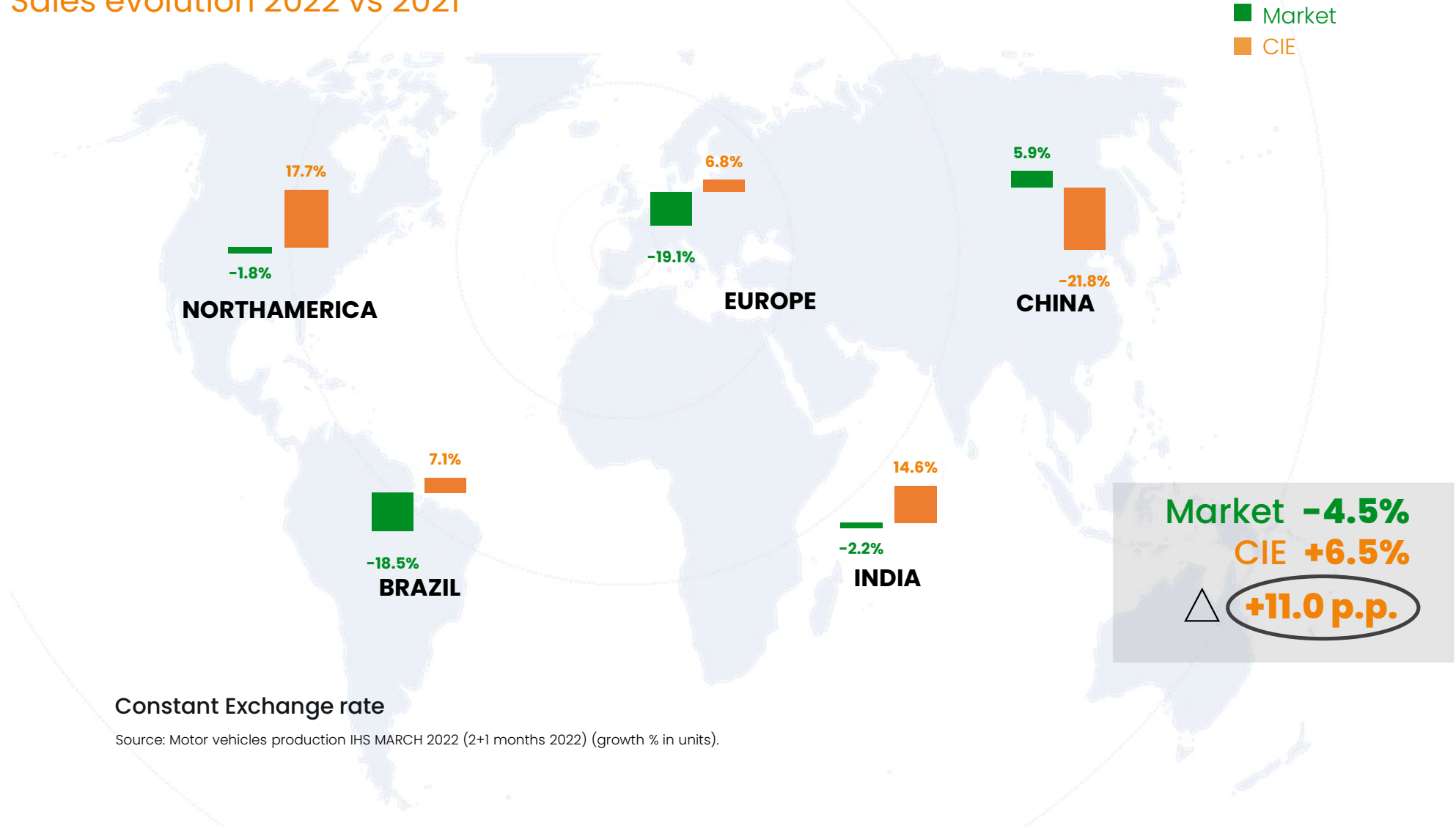
## Highlights 2022

<b>01</b>	Turnover Historical record	<b>972 €m</b> <i>TURNOVER Q1 2022</i>	<b>+11.0 p.p. vs market (*)</b> <b>OUTPERFORMANCE</b>
<b>02</b>	EBITDA Historical record	<b>159 €m</b> <i>16.4% EBITDA MARGIN</i>	<b>PROFORMA STARTING POINT ≈ 16%</b>
<b>03</b>	Net Income Historical record	<b>82.2 €m</b> <i>+5.1% vs 2021</i>	<b>CONTINUING OUR GROWTH PATH</b>
<b>04</b>	Operating cash generation Historical record	<b>105.5 €m</b> <i>69% OPERATING CASH/EBITDA</i>	<b>HIGH LEVEL OF CASH GENERATION</b>
<b>05</b>	Liquidity Reserve	<b>1,461 €m</b>	<b>STRONG LIQUIDITY POSITION WITH STRICT CASH MANAGEMENT</b>
<b>06</b>	NFD/EBITDA	<b>2.34x</b>	<b>CONTINUOUS DEBT RATIOS IMPROVEMENT</b>
<b>07</b>	Analyst recommendation	<b>100%</b> <i>DO NOT SELL</i>	<b>TARGET PRICE CONSENSUS 29.64€</b>

(\*) Constant Exchange rate.

# 1. March 2022 Results

Sales evolution 2022 vs 2021



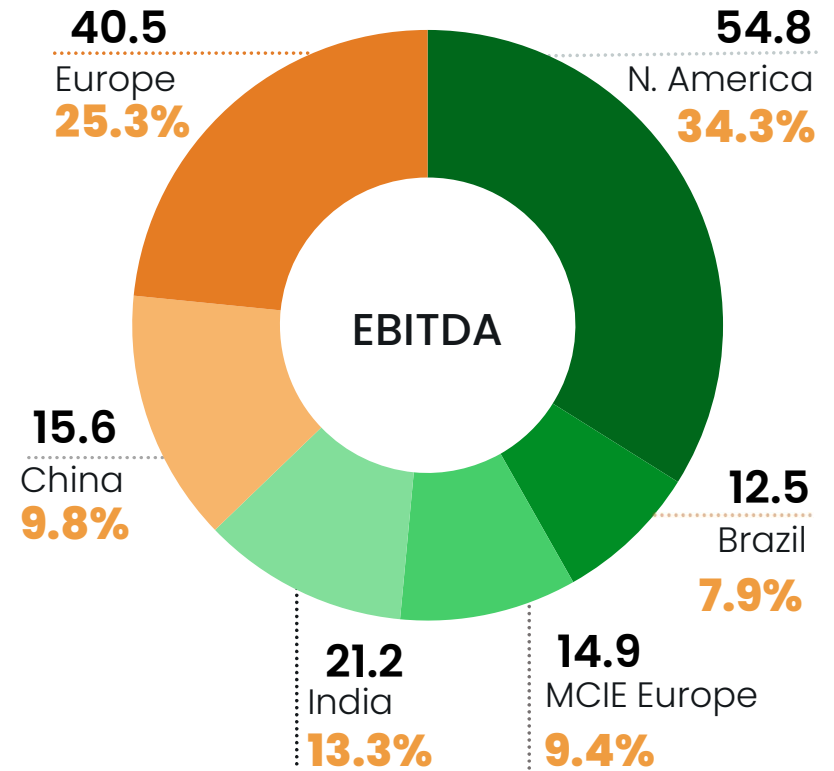
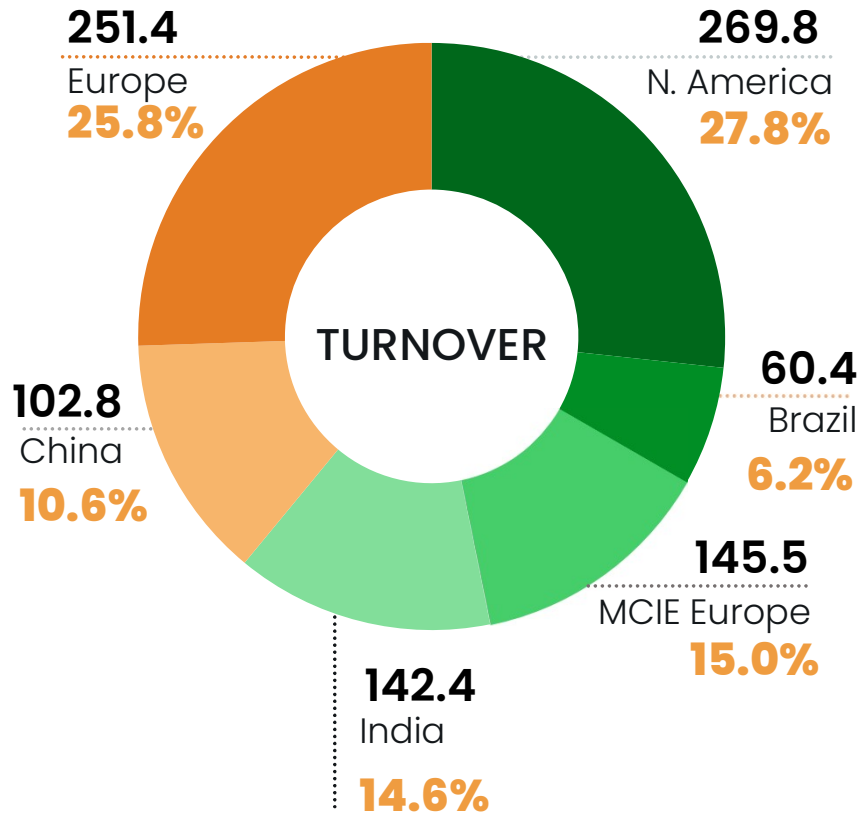
## 1. March 2022 Results

€m	31/03/2021	31/03/2022	
Turnover	873.8	972.3	<b>+11.3%</b>
EBITDA	157.2	159.5	
% EBITDA on turnover	18.0%	16.4%	
EBIT	116.3	117.7	
% EBIT / turnover	13.3%	12.1%	
EBT	108.6	108.9	
Net income	<b>78.2</b>	<b>82.2</b>	<b>+5.1%</b>

- Historical record in Turnover, EBITDA, EBT and Net Income even with the market crisis and considering 4.5% fewer vehicles produced vs 2021.
- Despite the strong increase in costs, we improve proforma margins after the last acquisitions.

# 1. March 2022 Results

## 2022 Divisions Contribution



Data in million euros (€m)

# 1. March 2022 Results

## 2022 Divisions Profitability

### ● NORTH AMERICA

EBITDA **20.3%**  
EBIT **16.5%**

### ● BRAZIL

EBITDA **20.7%**  
EBIT **17.2%**

### ● EUROPE

EBITDA **16.1%**  
EBIT **9.7%**

### ● MCIE EUROPE

EBITDA **10.3%**  
EBIT **7.0%**

### ● INDIA

EBITDA **14.9%**  
EBIT **10.9%**

### ● CHINA

EBITDA **15.2%**  
EBIT **12.4%**

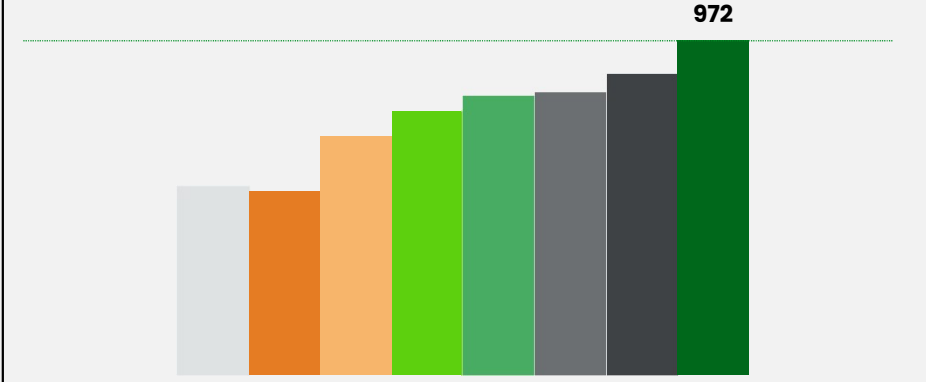
Maintenance of very high operating margins in all geographical areas, well above the industry average, which reflects the company's resilience facing market difficulties.



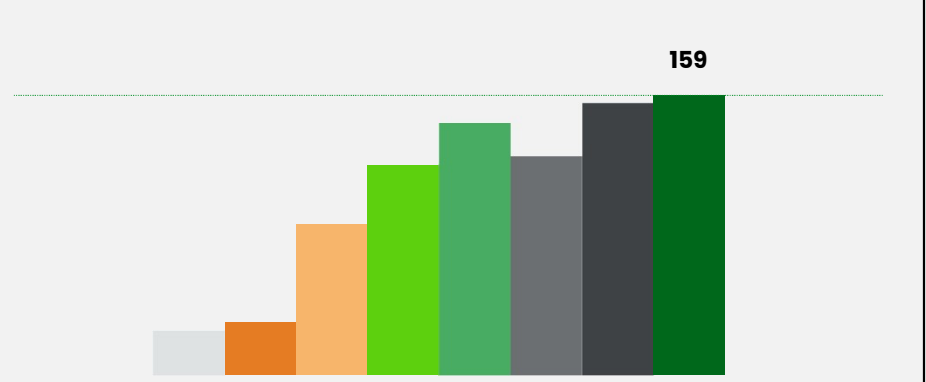
# 1. March 2022 Results

Quarterly historical record in all lines

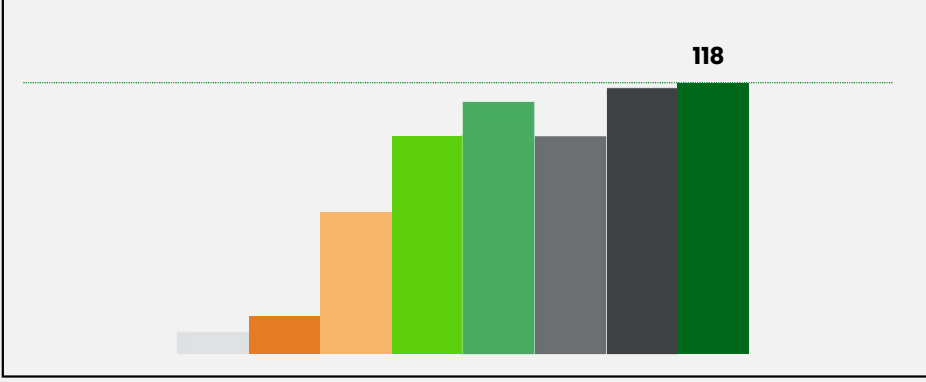
### Turnover (€m)



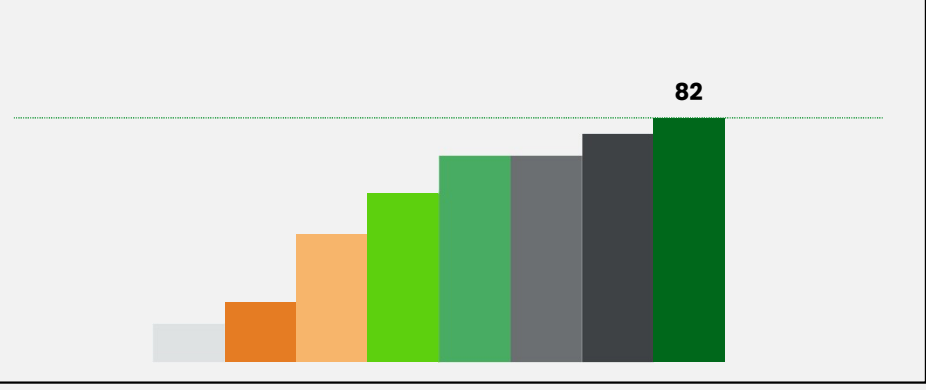
### EBITDA (€m)



### EBIT (€m)



### Net Income (€m)



Comparable Automotive Business

2015 2016 2017 2018 2019 2020 2021 2022

## 2. Balance Sheet

### Balance sheet evolution

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€m	31/12/2021	31/03/2022
Fixed assets	3,490.3	3,574.8
Net Working Capital	(425.2)	(338.8)
<b>TOTAL NET ASSETS</b>	<b>3,065.1</b>	<b>3,236.0</b>
Equity	1,367.6	1,518.7
Net Financial Debt	1,394.9	1,389.1
Others (net)	302.6	328.2
<b>TOTAL NET LIABILITIES</b>	<b>3,065.1</b>	<b>3,236.0</b>

Non-recourse factoring

296.8 €m

335.0 €m

## 2. Balance Sheet

### Cash Flow Q1 2022

€m

<b>EBITDA</b>	<b>159.5</b>
Financial Expenses	(5.3)
Maintenance Capex	(22.6)
Tax Payments	(20.0)
IFRS 16 Leases <sup>(1)</sup>	(6.1)
<b>OPERATING CASH FLOW</b>	<b>105.5</b>
<b>% EBITDA<sup>(2)</sup></b>	<b>68.8%</b>
Growing Capex	(21.7)
Net Working Capital Variation	(19.5)
Payment of dividends and own shares transactions	(66.3)
Other movements	7.8
<b>FINANCIAL CASH FLOW</b>	<b>5.8</b>

(1) Payment of rental fees registered in EBITDA according to the application of IFRS 16 standard.

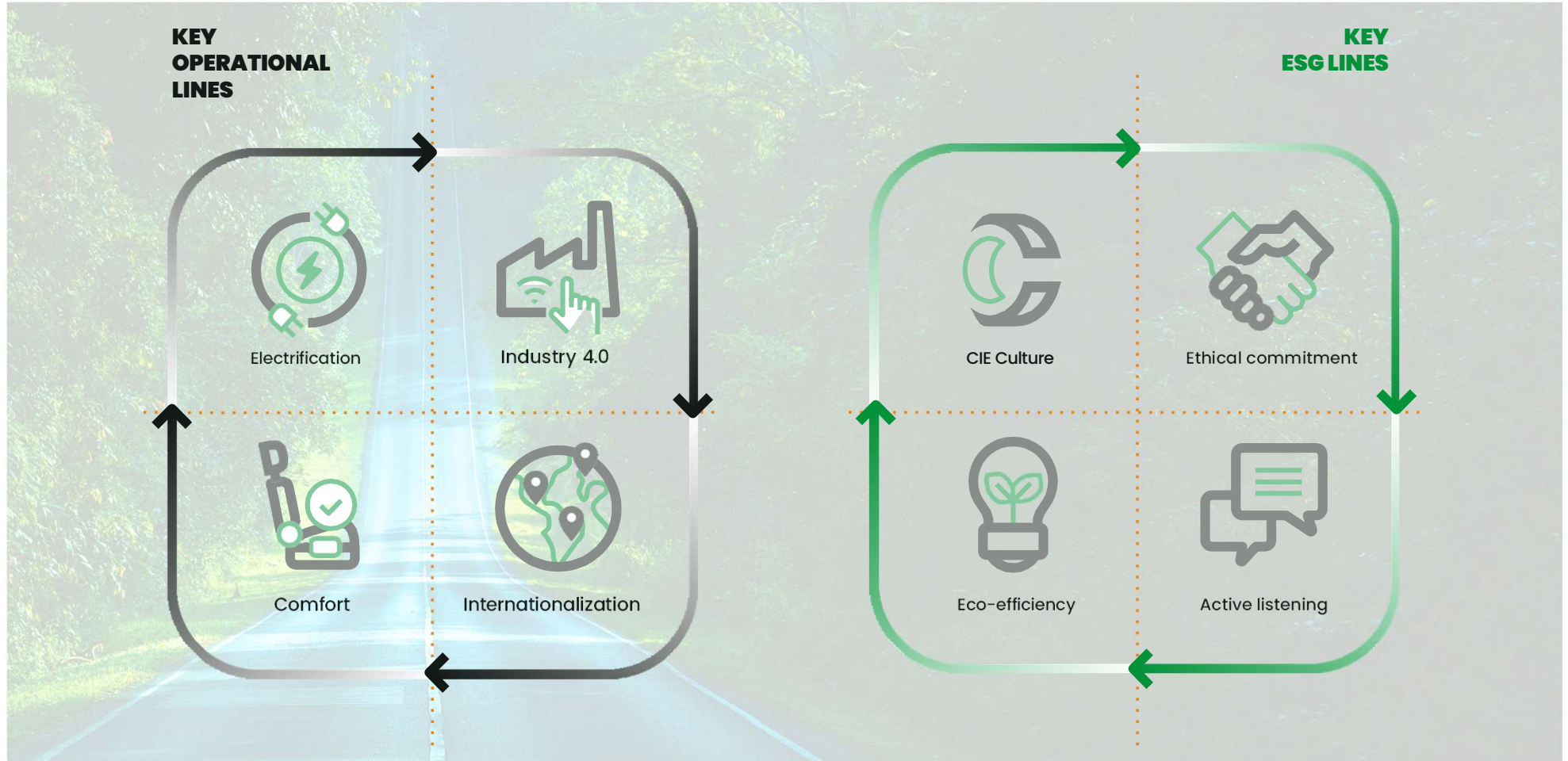
(2) Operating Cash Flow on the value of EBITDA corrected with the effect of the IFRS 16 standard.

(\*) Adjusted NFD and EBITDA data considering 50% of the Chinese JV SAMAP.

€m	31/12/2021	31/03/2022
NFD	1,394.9	1,389.1
Adjusted NFD <sup>(*)</sup>	1,377.1	1,370.0
<b>NFD/EBITDA<sup>(*)</sup></b>	<b>2.37X</b>	<b>2.34X</b>

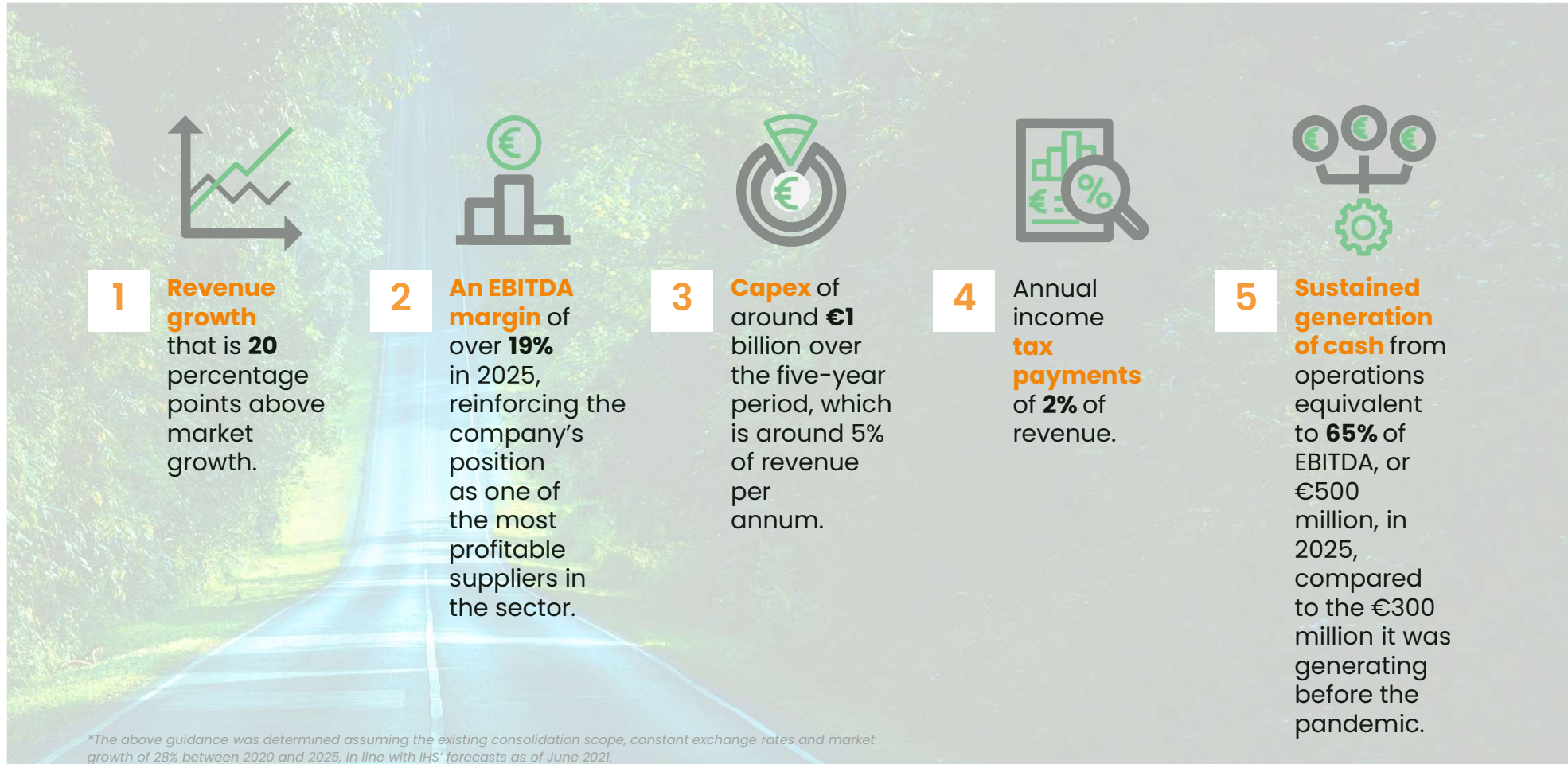
# 3. 2025 Goals

## Strategic Lines



## 3. 2025 Goals

### Operational Commitment – Existing consolidation scope



## 3. 2025 Goals

### Operational Commitment – Inorganic growth

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Inorganically, we will be able to **invest up to €1,500 million** without exceeding 2x NFD/EBITDA.

We will then fulfil our dream of becoming a **€1,000 million EBITDA and €500 million Net Profit** company from 2025 onwards.

# 3. 2025 Goals

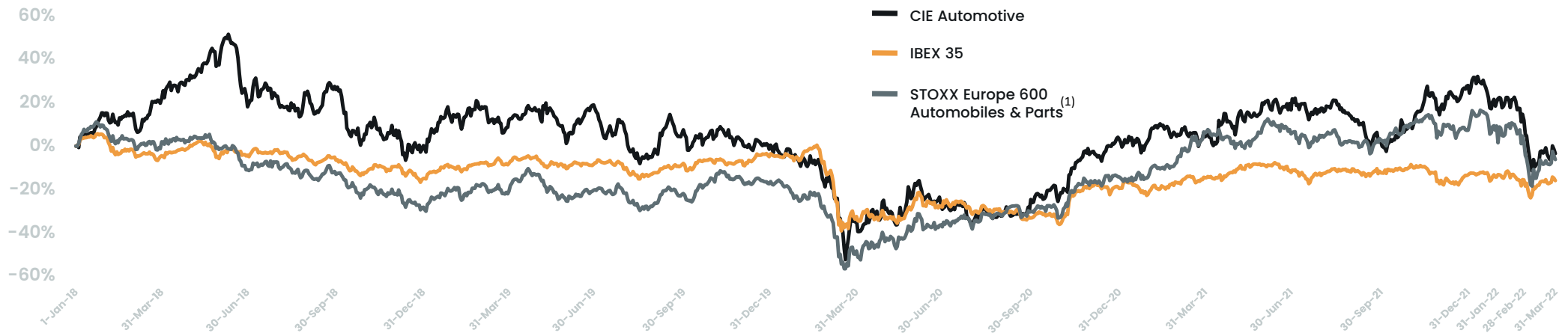
## ESG Commitment

The infographic is set against a background of a road winding through a forest. It features five distinct boxes, each with a green icon and text describing a goal. The boxes are arranged in a staggered grid: Engineering (top left), Environment (middle left), Human Resources (top middle), Finance (bottom middle), and Compliance (top right).

- ENGINEERING AREA**  
Improvement in gross weight to net weight: **3%** improvement, in 3 relevant products in 3 technologies in Europe
- ENVIRONMENT AREA**  
Reduction of emission intensity (TCO<sub>2</sub>e/ Added value): **3% per year**
- HUMAN RESOURCES AREA**  
No. of people trained in ESG: **100%** members of steering committees
- FINANCE AREA**  
Sustainable funding gross debt / gross debt of the Group: **>50%**
- COMPLIANCE AREA**  
ESG workshops: **100%**

## 4. CIE in Stock Exchange

### Share Price Performance CIE Automotive



During 2020 the pandemic severely impacted CIE Automotive's stock. 2021 added to pandemic bottlenecks, shortages and inflation in the supply chain (semiconductors, raw materials, freights, energy, labor force...), impacts that, especially in Europe and in the context of the war in Ukraine, have been exacerbated during 1Q2022.

**This complex environment led to a multitude of profit warnings from many Auto suppliers in the last months and to an indiscriminate stock market correction for all suppliers, especially for the European ones.**

**On the opposite side, CIE Automotive's results in last quarters have proved how solid and resilient the company is and place CIE on the podium of the most profitable companies, with highest recurrent cash flow generation and with better future within the sector, something that we understand is currently very far from being reflected in the share price.**

(1) STOXX Europe 600 Automobiles & Parts includes: OEMS: BMW ST, Daimler, Ferrari NV, Fiat, Peugeot, Porsche, Renault & Volkswagen. SUPPLIERS: Faurecia, Michelin, Nokian, Plastic Omnium, Rheinmetall, Schaeffler, Valeo.



# APPENDIX

## Alternative performance measurement (APMS)

PERFORMANCE MEASURES	DEFINITION
EBITDA	Net Operating Income + Depreciation
Adjusted EBITDA	Annualized EBITDA of 12 last months in those companies incorporated to the perimeter during the period. It includes 50% of the Ebitda of Chinese JV SAMAP, which is based on the current agreements with the partner, is consolidated by the equity method.
EBIT	Net Operating Income.
EBT	Earnings before taxes.
Net Income	Recurrent profit attributable to the company's shareholders.
Net Financial Debt (NFD)	Debt with banks and other financial institutions – Cash and equivalents – Other Financial Assets.
Adjusted Net Financial Debt	Net Financial Debt including 50% of Chinese JV SAMAP net financial debt, consolidated by the equity method as per the current partnet agreements reached.

